

Kerem U. Karaman

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Github: <https://github.com/KKaraman> | Portfolio: <https://kkaraman.github.io/updatedProfile/>

Motivated and growing full stack web development graduate with a background in project delivery, technical sales and sales management background in the oil and gas industry. Excellent verbal and written communication skills with ample experience with working in a team environment and significant accomplishments and awarded “exceeds expectations” rating during 12 of the last 13 yearly evaluations.

Education

- **UT Full Web Development Bootcamp** **July 2020 – January 2021**
 - **Frontend:** HTML, CSS, JavaScript, Bootstrap, AJAX
 - **Backend :** Node, MySQL, ReactJS
- **Texas A & M University - College Station, Tx** **August 1999 – December 2004**
 - Majored in Computer Engineering – Electrical Track
 - Graduated in December 2004

Work Experience

- **Small Business Owner** **September 2020 - Present**
 - Left corporate world to explore small business ownership
 - Goal is to start a successful business and create employment opportunities for others
- **Area Sales Manager, TechnipFMC** **May 2017 – September 2020**
 - Achieved record inbound in 2018 and 2019
 - Increased the number of repeat customers
 - Greatly improved tracking of product costing and pricing
 - Restarted the standardization efforts to reduce costs
 - Created and revised documentation to significantly enhance content
- **Field Development Engineer, (Forsys Subsea) TechnipFMC** **June 2015 – May 2017**
 - Represented various product line engineering teams to bring new products to market
 - Developed and managed technical strategies and scope for major project tenders
 - Created new and improved layouts that maximized value and reduced costs significantly
 - Recruited to join Forsys Subsea team, a joint company between Technip and FMC Technologies before the merger of the two companies in January 2017
- **Pipeline Systems Engineer, FMC Technologies** **December 2013 – June 2015**
 - Identify target projects and customers for new pipeline products
 - Led product qualification discussions and attained customer approvals
 - Successfully integrated new technology into a project award

- **Field Development Engineer, FMC Technologies** **December 2010 – December 2013**
 - Achieved record inbound for Improved Oil Recovery concept studies in 2013
 - Secured industry funding for evaluation and development of three new technologies
 - Led commercial and legal discussions for new concepts and products
 - Requested to travel to other parts of the world to promote products

- **New Technology Development Engineer, FMC Technologies** **April 2007 – December 2010**
 - Technical lead for a major equipment refurbishment for customers
 - Define requirements and create procedures for new technology qualification
 - Champion field trials and traveled across the world to lead product launch and training
 - Successfully brought new technology to market that addressed a gap in the industry

- **Field Engineering Supervisor, Schlumberger MWD / LWD** **June 2005 – April 2007**
 - Led field engineering activities on numerous high-profile drilling operations
 - Received numerous recognitions for contributions to operations and safety
 - Sent offshore by management for leading drilling activities in critical sections
 - Championed field trials for new technologies

Interests

- Volunteering in the community and rehabilitating animals
- Exploring the outdoors and document experiences during travels and activities
- Pushing myself to improve my abilities and knowledge through practice and training
- Challenging myself through new roles and taking on new responsibilities

Other Skills

- Fluent in written and spoken Turkish as a second language
- Excellent English writing skills
- Studied German for 4 years and participated in Texas A&M's study abroad program in Germany (2 months)
- Proficient in Microsoft Excel, Word, Powerpoint and other commonly used softwares